

# International Operations

**Tokyo Gas is tapping its wealth of knowledge in natural gas and the supply of gas to contribute to the development of gas infrastructures and economic growth in other countries, particularly those in Asia. Additionally, we have forged partnerships with companies similar to our own and various institutions overseas for the purposes of technological and managerial information exchanges. Coordinating these efforts are our four representative offices in New York, Paris, Kuala Lumpur and Beijing. They are also our contact points for overseas investors.**

## Tokyo Gas' Overseas Activities

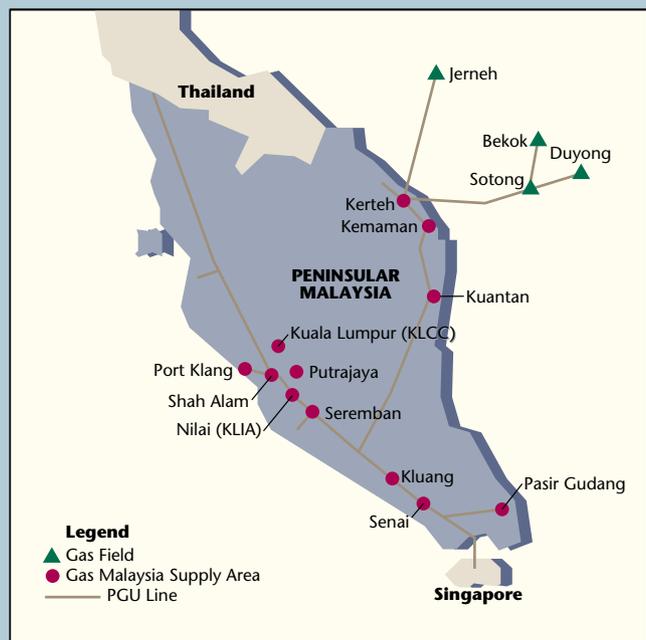
Tokyo Gas has a proud track record of helping other countries to build gas supply infrastructures. Recently, Tokyo Gas and its group companies have been instrumental in a number of successful projects. In Malaysia, we have been active in a natural gas distribution system project and a gas-fired cogeneration district cooling project—both firsts in that country. The former was conducted through a joint venture company, Gas Malaysia Sdn. Bhd., with Petronas, Malaysia's state-owned oil company, and other local partners. Tokyo Gas won the international contract in 1991, its management

and technical expertise being highly rated by the project tender committee. The project—the first full-fledged overseas project by a Japanese energy utility company—is now regarded as a model for other Asian countries hoping to build a similar infrastructure. In 1999, Gas Malaysia started paying dividends. The gas-fired cogeneration district cooling project was another joint venture with Petronas through Gas District Cooling (M) Sdn. Bhd. Thanks to this project, Malaysia's Kuala Lumpur International Airport (KLIA), which opened in June 1998, boasts the world's largest class of gas district cooling supply based on gas absorption chillers. Office

20

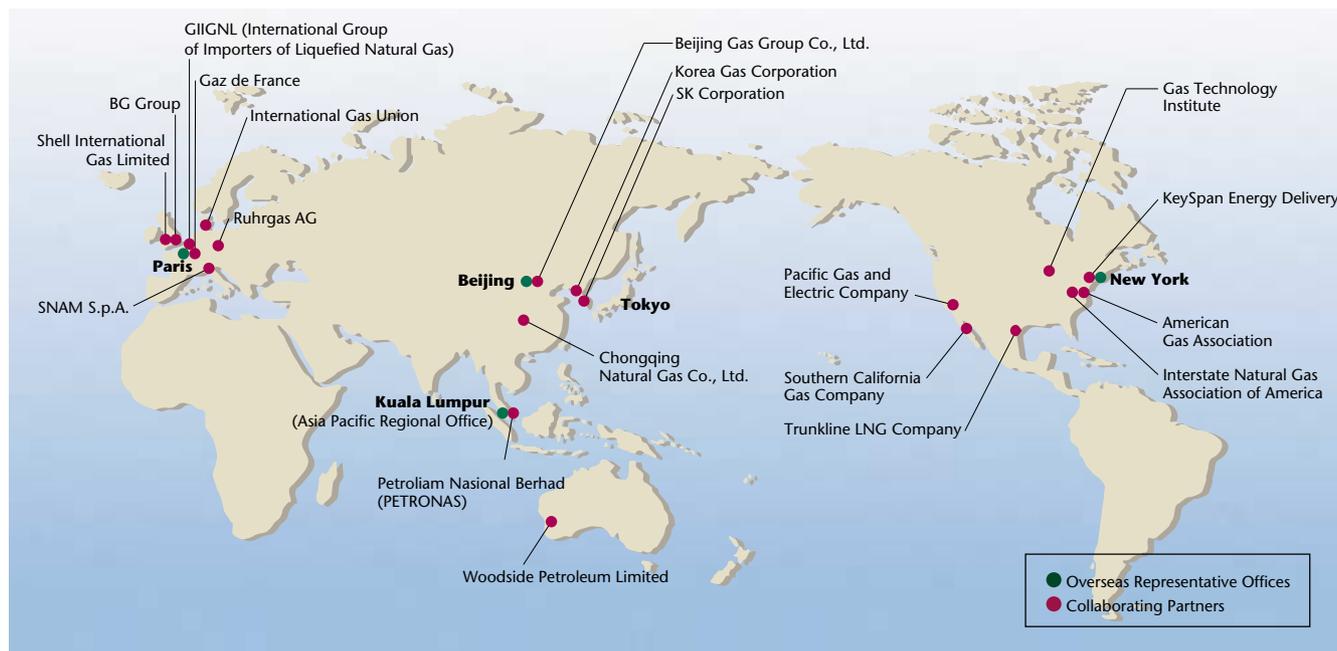


## Natural Gas Distribution System in Malaysia



*The Petronas Twin Towers, the tallest buildings in the world, are supplied with chilled water by a gas district cooling (GDC) system.*

## Tokyo Gas' Overseas Representative Offices and Collaborating Partners



buildings, hotels and other facilities in central Kuala Lumpur have benefited as well from the company's cooling systems. Meanwhile, Tokyo Gas Engineering Co., Ltd. has been providing technical consultation, for example, for the establishment of LNG receiving facilities in Korea, Taiwan, Thailand, and Portugal. Tokyo Gas is leveraging experience and technology from its three LNG terminals, including the recently completed Ohgishima facility. Moving forward, Tokyo Gas intends to identify and develop business opportunities in which it can capitalize on technological expertise built up in Japan.

### Information Exchanges Lead to Better Operations

We have four representative offices overseas: New York, Paris, Kuala Lumpur and Beijing. Through these offices we are

forging closer ties with energy-related companies and institutions—some we have been associated with for over 20 years—around the globe. Collaboration involves joint research and the exchange of information on managerial and technical issues, as well as staff. Drawing on this information, we are working to improve our operations, including our gas supply facilities and services. As deregulation sweeps through the Japanese energy industry, such tie-ups will take on added meaning. The offices also play a vital role in communicating information to shareholders and in gathering information from the capital markets, which is reflected in management policy.



Malaysian trainees



Mr. Gerald Doucet, Secretary General of the World Energy Council, on a visit to Tokyo Gas.